NAVSEA
NAVAL SEA SYSTEMS COMMAND

NAVSEA
KEYPORT
Undersea Warfare Center Divisi

SeaPort Enhanced

FOR: **National Contract Management Association, West Sound Chapter**

Outline

- Background
- Acquisition Strategy
- Administration & Usage
- Concept of Operation
- Points of Contact

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Naval Undersea Warfare Center
Division Keyport

19 May 2004

SERVICES SPEND CONTROL

- NAVSEA, the largest of the Navy's five systems commands, obligated $17B in FY03
- We obligate over $2B/yr in services, with over $1.5B of that occurring among the Warfare Centers
- There has historically been little visibility at the Navy and DoD levels of how these services dollars are spent
- Section 801(b) of the FY2002 Defense Appropriations Act was implemented on 1 October 2003, restricting the flow of services acquisition funding to non-DoD contracting entities

BACKGROUND

Under the CNO's 2004 guidance for implementing the SEA Enterprise portion of the Sea Power 21 Philosophy, there is emphasis on finding further efficiencies in our business processes. Among NAVSEA Commander, Vice Admiral Phil Balisle's current initiatives in carrying out this mission, is to expand SEAPORT so that the web-based portal and acquisition strategy is available to the Warfare Centers and other NAVSEA Activities.

Building on an Original

- **Problem: Hundreds of contracts for similar services with overlaps in contractor community, perceived as labor intensive and redundant**
- **Problem: No consistent corporate acquisition strategy**
- **Problem: Services spend information and opportunity for leveraged savings very limited at the corporate level**

Answer: Use the Original NAVSEA SeaPort contract as a model for incorporating a wider range of services, and build in more utility for the Warfare Centers.

SeaPort I

- Award of SeaPort I – 1 April 2001 to 21 MACs
- HQ centered Professional Support Services
- Contained a rolling admissions clause, caps on fees and pass throughs, and a guaranteed savings clause for the conversion of tasks to performance based
- Savings estimated at 7-10% on previous acquisitions and immeasurable process savings – in some cases 25-30%
- Over $50M ≈ 70 days
- Under $50M ≈ 35 days

SeaPort–e Strategy

- Nationwide contracts for all Warfare Center service requirements
- Seven geographical zones
- Task Orders to be competed in the Zone corresponding to the Principle Place of Performance
- Contractors awarded MACs within single or multiple Zones
- NSWC Dahlgren is the current contracting office for the MAC, however each task must be competed by the activity that has the requirement
- While non-mandatory, NAVSEA and Warfare Center leadership have stressed the importance of use

CONTRACT CHARACTERISTICS

- Five year base and two five year Award Terms - Total of 15 years
- Task orders that invoke Service Contract Act provisions must limit that effort to five years
- Only one MAC award per Company
- Rolling Admissions - the Government reserves the right to review the contracts annually to determine whether it would be appropriate to announce a new competition for the purpose of adding additional ID/IQ holders.
- Cost and Fixed priced task orders permitted
- No Time and Material orders. No undefinitized orders.

CONTRACT REQUIREMENTS

- Research and Development Support
- Engineering, System Engineering and Process Engineering Support
- Modeling, Simulation, Stimulation, and Analysis Support
- Prototyping, Pre-Production, Model-Making, and Fabrication Support
- System Design Documentation and Technical Data Support
- Software Engineering, Development, Programming, and Network Support

- Reliability, Maintainability, and Availability (RM&A) Support
- Human Factors Engineering Support
- System Safety Engineering Support
- Configuration Management (CM) Support
- Quality Assurance (QA) Support
- Information System (IS) Development, Information Assurance (IA) and Information Technology (IT) Support
- Ship Inactivation and Disposal Support
- Interoperability, Test and Evaluation, Trials Support
- Measurement Facilities, Range, and Instrumentation Support
- Acquisition Logistics Support
- Supply and Provisioning Support
- Training Support
- In-Service Engineering, Fleet Introduction, Installation and Checkout Support

- Program Support
- Administration Support

WARFARE CENTER ZONES

- Zone One – Northeast
  - NUWC Newport
  - NSWC SSES Philadelphia
- Zone Two – National Capital
  - NSWC Carderock
  - NSWC Dahlgren
  - NSWC Indian Head
- Zone Three – Mid-Atlantic
  - NSWC Dam Neck
- Zone Four – Gulf Coast
  - NSWC Panama City
- Zone Five – Midwest
  - NSWC Crane
- Zone Six – Southwest
  - NSWC Port Hueneme
  - NSWC Corona
- Zone Seven – Northwest
  - NUWC Keyport

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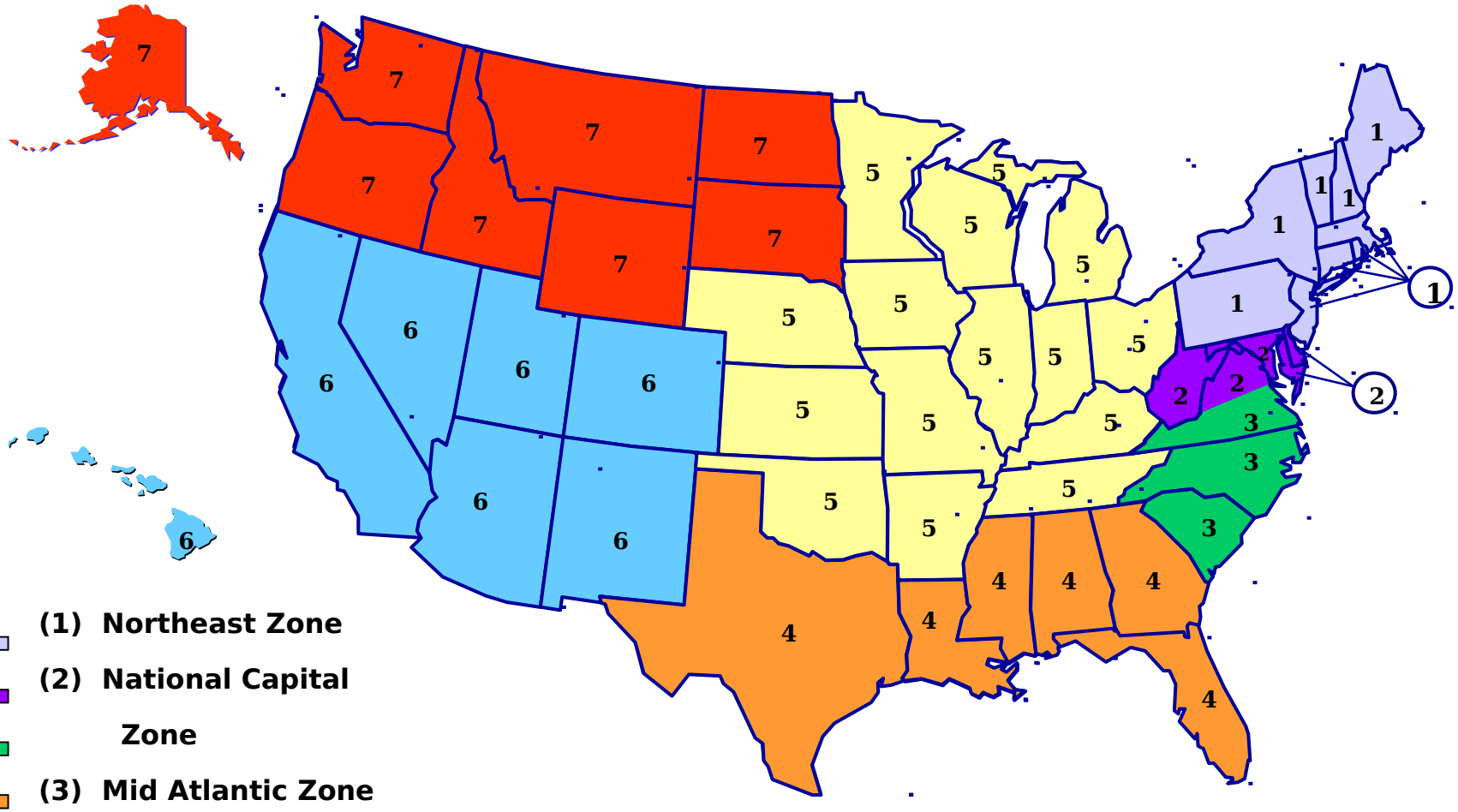
GEOGRAPHICAL ZONES



WHY A ZONE APPROACH?

- Preserves local vendor base
- Encourages Small Business participation
- Reduces the need for complicated Teaming arrangements
- Allows for easier contract organization/ administration (SCA, rolling admissions, small business goals, incorporation of local site provisions)

ROLLING ADMISSIONS

- **MAC awards to new companies may be made when it is determined that a specific Zone(s) has met the criteria**
- **Common criteria**
  - ***Small Business Participation (Lesson Learned from SeaPort)***
  - **All requirements are fulfilled**
  - **Quality of performance by each Prime**
  - **Additional scopes of effort are required**
  - **The need to increase the ceiling value of the contracts**
  - **Number, value and complexity of work assigned to each Prime**
  - **Adequate competition**
  - **Transaction costs for issuing orders**
- **Common schedule to evaluate criteria**
- **Admissions may be opened for select groups of requirements only or types of business, e.g. small business**

SMALL BUSINESS STRATEGY

- **Zone based strategy encouraged small business participation at prime level**
- **68% of MAC Awards to Small Businesses (103 of 151)**
- **MAC Small Business goals:**
  - **33% of obligated dollars will be awarded to small business primes**
  - **20% of obligated dollars to large businesses will be subcontracted to small business**
- **Subcontract performance a factor in Task Order evaluations and Award Term decisions**
- **Specific subcontracting goals and actuals should be obtained on each TO**

SMALL BUSINESS STRATEGY

- **Each Task Order reviewed by cognizant Deputy for Small Business for potential set asides**
- **Government will reserve the right to set aside any requirement – must be noted in the TO Solicitation**
- **Two Types of Set Asides**
  - **Complete Set Aside – 100% SB Set Aside**
  - **Cascading Set Asides – If the Government receives at least two proposals from small businesses, the Task Order will be set aside for only Small Business**
- **8(a) Set Asides and SBIRs should not be awarded through SeaPort**

THE PORTAL

- Developed in 2001 for SeaPort and enhanced in 2004 for SeaPort-e
- Fully integrated, secure, on-line, e-commerce tool
- Available from any internet enabled computer in the world – fully NMCI compliant
- Must register - www.seaport.navy.mil
- Developed and managed by Aquilent
- Complete process – requirements determination through close-out
- Solicitations are posted to “Auction Services”
- Phase II of SeaPort-e enhancements includes interface to SPS-PD2

ZONE 7 CONTRACTORS

PRIME CONTRACTORS – ALL ZONES

American Systems Corporation
AMSEC, LLC
Anteon Corporation
BAE Applied Technologies
BearingPoint
BecTech
Booz Allen Hamilton
CACI
CDI Marine Company
CSC
Dynaflow, Inc
Dynamics Research Corporation
EDO Corporation
EG&G Technical Services, Inc.
Engineering Services Network, Inc.
Envisioneering, Inc.
General Dynamics
George G. Sharp, Inc.
Gray Hawk Systems, Inc.
Gryphon Technologies, LC
ICI, LLC
Identix Public Sector, Inc.
Integrated Consulting Services
Integrits
John J. McMullen Associates, Inc.
Life Cycle Engineering, Inc.
Lockheed Martin IS, Inc.
LPI Technical Services
ManTech Systems Eng. Corp.
Matrix Engineers
Millennium Eng. Co.
Northrup Grumman DMS, Inc.
Ocean Systems Eng. Corp.
Open Systems Sciences
Q.E.D. Systems, Inc.
Raytheon Tech. Services Co.
Research & Deveopment Sol.
Resource Consultants, Inc.
Scientific Research Corp.
Solutions Dev. Corp.
Southeastern Computer
Stanley Associates
Systems Engineering Assoc.
Systems Engineering, Inc
Tecnico Corp.
Technology Service Corp.
Thomas Associates, Inc.
Titan Corp.
Trandes Corp.
Tri Star Engineering
TSM Corp.
TWD & Associates, Inc.
VSE Corp.

ZONE 7 CONTRACTORS

PRIME CONTRACTORS – ZONE 7

Advanced Acoustic Concepts

Advanced Solutions for Tomorrow

American Management Systems

Assett

AMEWAS

Computer Products, Inc.

DDLOmni Engineering

ELS, Inc.

MAR Range Services

McLaughlin Research Corp.

MTC Services Corp

Orbis, Inc.

Planning Systems, Inc.

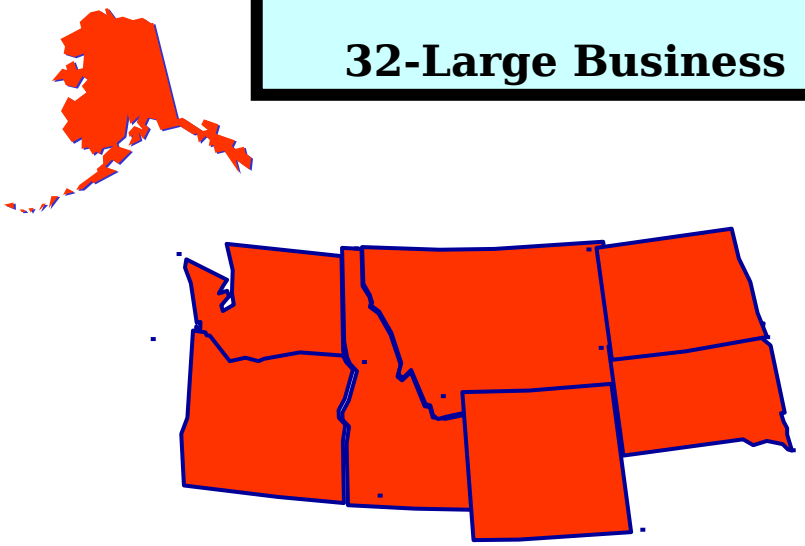
Raydar & Associates, Inc.

Williamson & Associates, Inc.

Workflow Systems, LLC

36- Small Business

32-Large Business



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CONCEPT OF OPERATIONS

ROLES AND RESPONSIBILITIES

OMBUDSMAN

EACH ACTIVITY HAS APPOINTED AN OMBUDSMAN. THE OMBUDSMAN WILL REVIEW COMPLAINTS FROM THE CONTRACTORS AND ENSURE THAT ALL CONTRACTORS ARE AFFORDED A FAIR OPPORTUNITY TO BE CONSIDERED, CONSISTENT WITH THE TERMS AND CONDITIONS OF THE CONTRACT

ROLES AND RESPONSIBILITIES

LIST OF OMBUDSMEN

NORTHEAST ZONE	
NUWC Newport	Mr. Dave Rego
NSWC SSES Philadelphia	Mr. Ted Ptashkin
NATIONAL CAPITAL ZONE	
NSWC Carderock	Mr. Ted Ptashkin
NSWC Indian Head	Ms. Donna Feaganes
NSWC Dahlgren	Mr. Robert Ashley
MID ATLANTIC ZONE	
NUWC Dam Neck	Mr. Robert Ashley
GULF COAST ZONE	
NSWC Panama City	Mr. Johnny L. Peace
MIDWEST ZONE	
NSWC Crane	Mr. Reggie Joslin
SOUTHWEST ZONE	
NSWC Port Hueneme	Capt Patrick A. Tillson
NORTHWEST ZONE	
NUWC Keyport	LCDR Boris Belchoff

ROLES AND RESPONSIBILITIES

ZONE COORDINATOR

EACH ZONE SHALL APPOINT A ZONE COORDINATOR (ZC) TO SERVE AS A LOCAL SEAPORT-E POINT OF CONTACT. THE ZC SHALL ACT AS A LIAISON WITH THE ZONE'S VENDOR COMMUNITY, MONITOR SMALL BUSINESS PARTICIPATION, AND PROVIDE THE PRIMARY INPUT TO THE SEAPORT-E COUNCIL IN REGARDS TO THE OPENING OF ROLLING ADMISSIONS FOR THAT PARTICULAR ZONE. THE ZC SHALL ALSO ESTABLISH A ZONE BUSINESS COUNCIL TO PROVIDE A FORUM FOR INDUSTRY INVOLVEMENT AND FEEDBACK. THIS COUNCIL WILL NOT SERVE AS A FORUM FOR SPECIFIC TASK ORDER DISPUTES (WHICH SHOULD BE MADE TO THE CONTRACTING OFFICER OR OMBUDSMAN), BUT INSTEAD PROVIDE GENERAL PROGRAM DIRECTION. IN THOSE INSTANCES WHERE TWO OR MORE ACTIVITIES EXIST IN A ZONE, THOSE ACTIVITIES SHALL DECIDE ON A ZONE COORDINATOR BY CONSENSUS. IN THE EVENT THAT SUCH CONSENSUS CANNOT BE REACHED, THE DEPUTY COMMANDER/EXECUTIVE DIRECTOR FOR CONTRACTS (SEA 02/02B) SHALL MAKE SUCH APPOINTMENT.

ROLES AND RESPONSIBILITIES

SEAPORT E-COUNCIL

THE SEAPORT-E COUNCIL (SC) SHALL BE THE BOARD RESPONSIBLE FOR PROGRAMMATIC DECISIONS. MEMBERSHIP SHALL BE MADE UP OF EACH ZONE COORDINATOR, THE SEAPORT-E CONTRACTING OFFICER, A REPRESENTATIVE OF SEA 02, THE NAVSEA DIRECTOR FOR SMALL AND SMALL DISADVANTAGED BUSINESS UTILIZATION (ADVISORY ROLE), AND ANY OTHER MEMBER DECIDED UPON BY THE SC. THE SC SHALL ALSO DECIDE THE ESTABLISHMENT OF ROLLING ADMISSIONS, AND SERVE AS THE AWARD TERM BOARD. THE SC SHALL CONVENE NOT LESS THAN EVERY SIX MONTHS, BUT NEED NOT MEET IN PERSON.

ROLES AND RESPONSIBILITIES

TASK ORDER MANAGERS

UNDER A TRADITIONAL CONTRACT, THE CONTRACTING OFFICER MAY APPOINT A CONTRACTING OFFICER'S REPRESENTATIVE (COR). UNDER SEAPORT-E, THE CONTRACTING OFFICER FOR EACH TASK ORDER MAY APPOINT A TASK ORDER MANAGER (ToM). THE ToM SHALL BE CONSIDERED A COR, AND MUST BE IDENTIFIED IN BOTH THE PORTAL AND TASK ORDER FOR WHICH THEY ARE BEING APPOINTED. ToM's MUST BE APPOINTED USING THE SAME PROCEDURES FOR APPOINTING COR's, (INCLUDING TRAINING, CERTIFICATION, APPOINTMENT LETTERS, ETC.). EACH CONTRACTING OFFICE MUST KEEP A MASTER LIST OF CERTIFIED AND APPOINTED ToM's.

CONOPS STRUCTURE

- The Activity's Deputy for Small Business must review each task order prior to solicitation.
- Contracting Officers are encouraged to use the Performance Based contract provisions of the MAC's. For those task orders that are not performance based, waivers must be approved in accordance with NAVSEA policy.
- The award of task orders should only be made for known requirements. Task orders may not be awarded for requirements that are not defined or used as larger umbrella vehicles for work to be defined later. Therefore, task orders may not be issued as BPA's, BOA's, or ID/IQ's. Technical Instructions may only be issued to provide further guidance on a defined scope of work, and may not be used to direct work.
- The E-portal must be used for task order issuance

CONOPS STRUCTURE

- **The SeaPort-e PCO is the only authorized individual able to add team members to the SeaPort-e MAC's, in accordance with the Contract terms. MAC holders must communicate directly with the PCO for any changes in team composition.**
- **Task orders shall be solicited in the Zone corresponding to the principal place of performance for the services acquired. Solicitations should not be limited to the Zone corresponding to location of the Warfare Center, but instead to the place of performance.**
- **Past performance information will be submitted at the MAC level by the SeaPort-e PCO. Each task order will have its own Task Order Performance Evaluation (TPOE) completed throughout the period of performance. Individual task order PCO's must ensure the timely submission of the TOPE.**

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e-PORTAL

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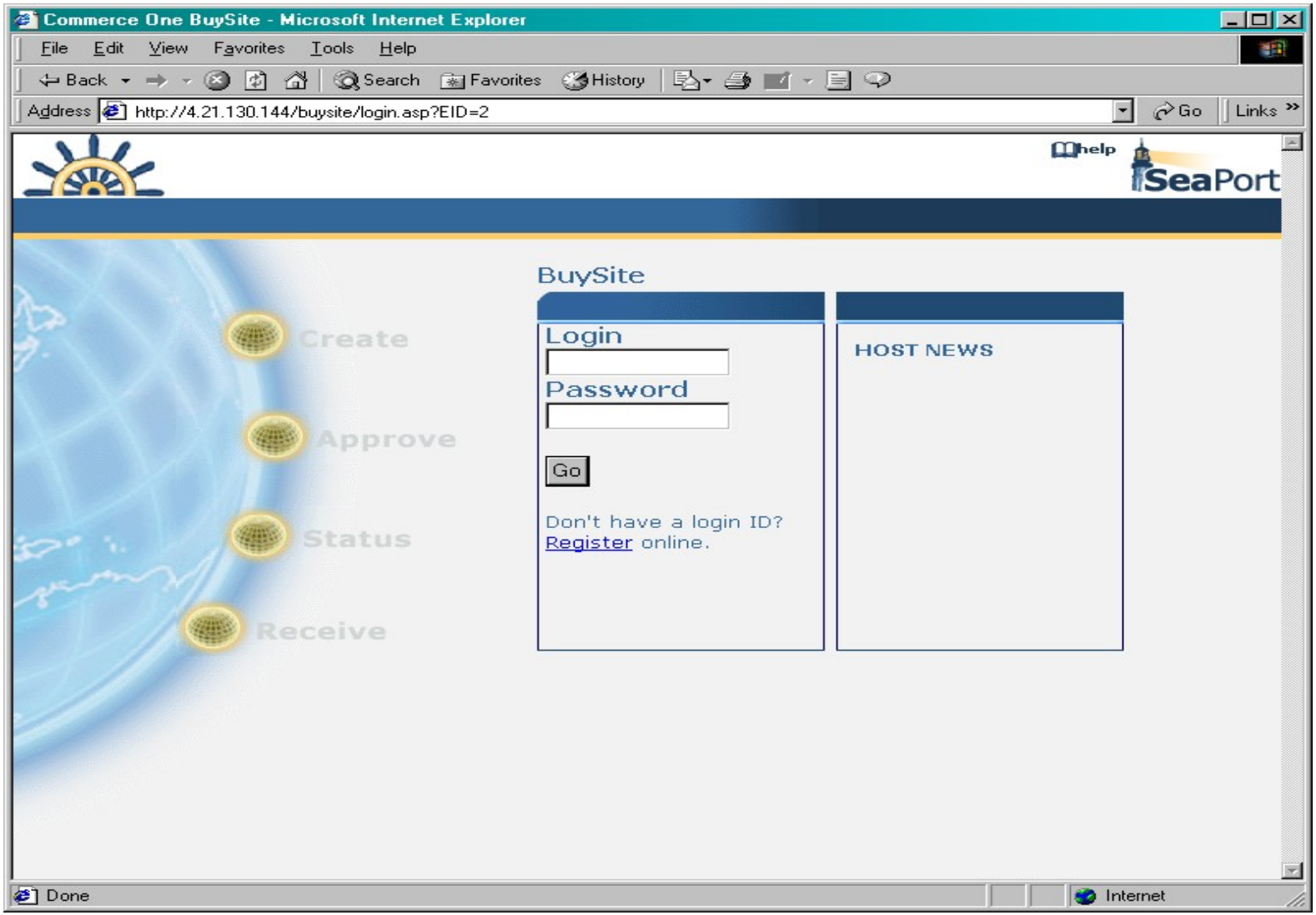
PORTAL LOG-IN



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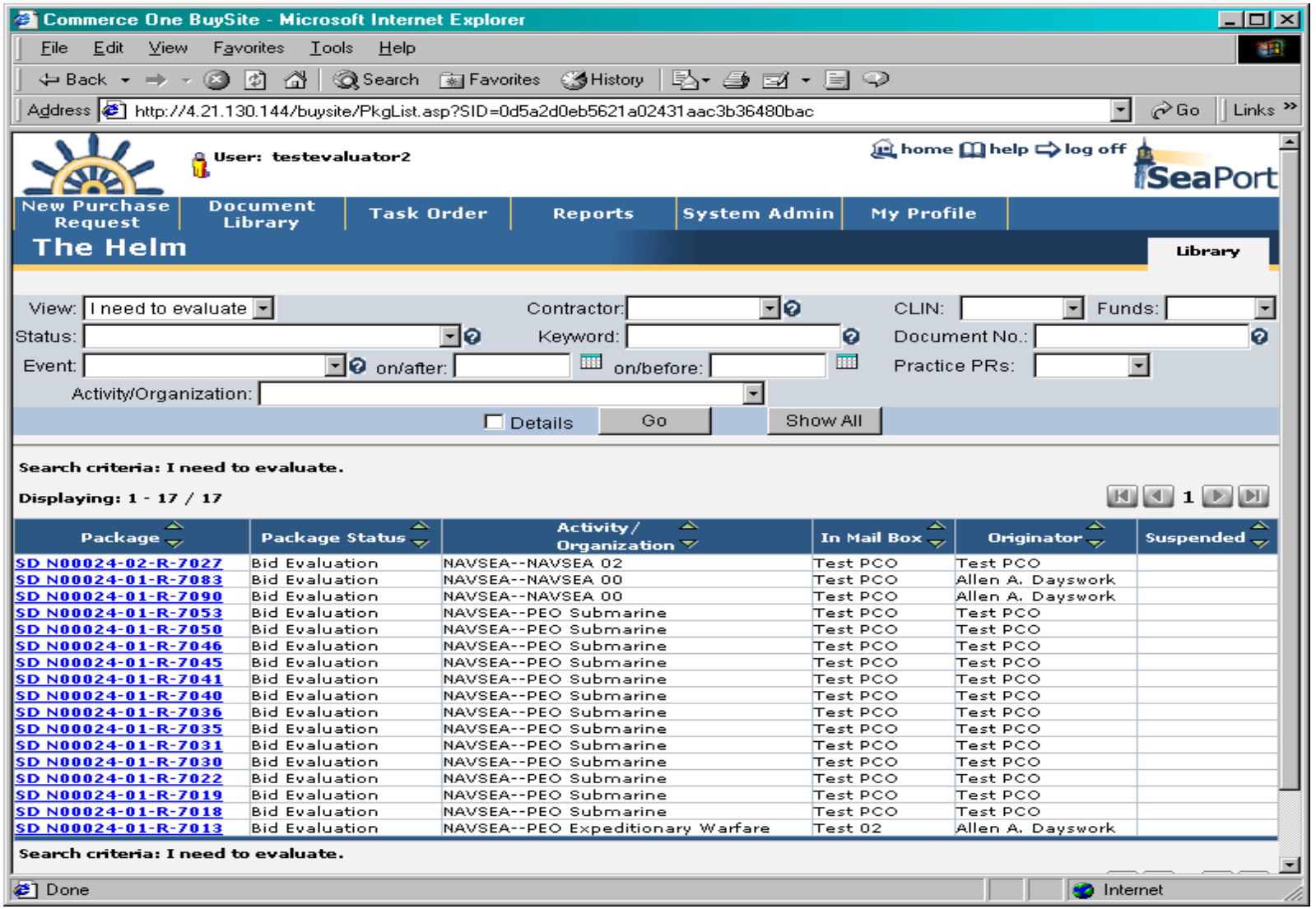
PORTAL DOCUMENT LIBRARY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SeaPort
New Purchase Request
Document Library
Task Order
Reports
System Admin
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1
Package
Package Status
Activity / Organization
In Mail Box
Originator
Suspended
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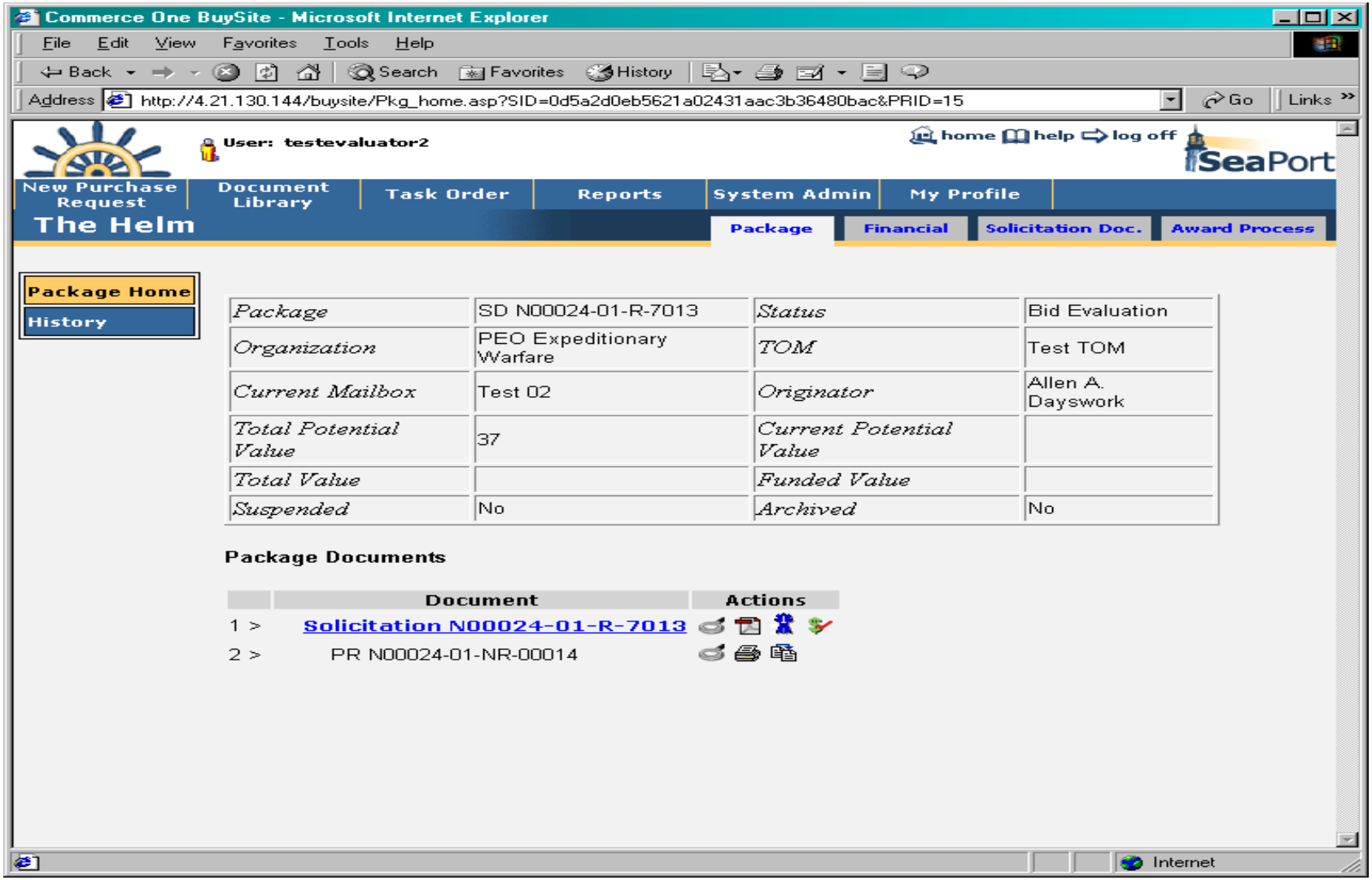
PORTAL PACKAGE VIEW



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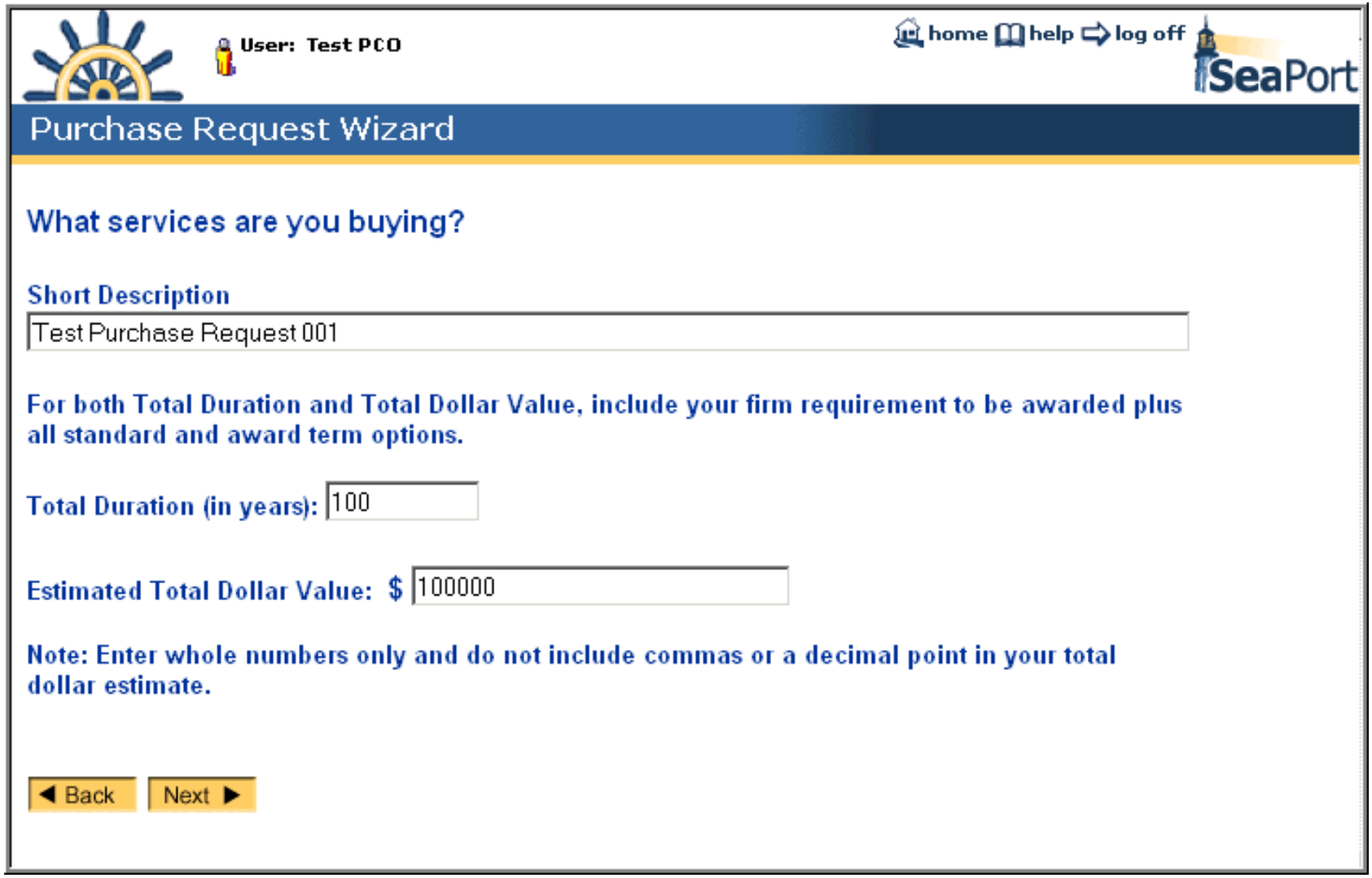
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SeaPort
Purchase Request Wizard
What services are you buying?
Short Description
Test Purchase Request 001
For both Total Duration and Total Dollar Value, include your firm requirement to be awarded plus all standard and award term options.
Total Duration (in years): 100
Estimated Total Dollar Value: $ 100000
Note: Enter whole numbers only and do not include commas or a decimal point in your total dollar estimate.
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Next

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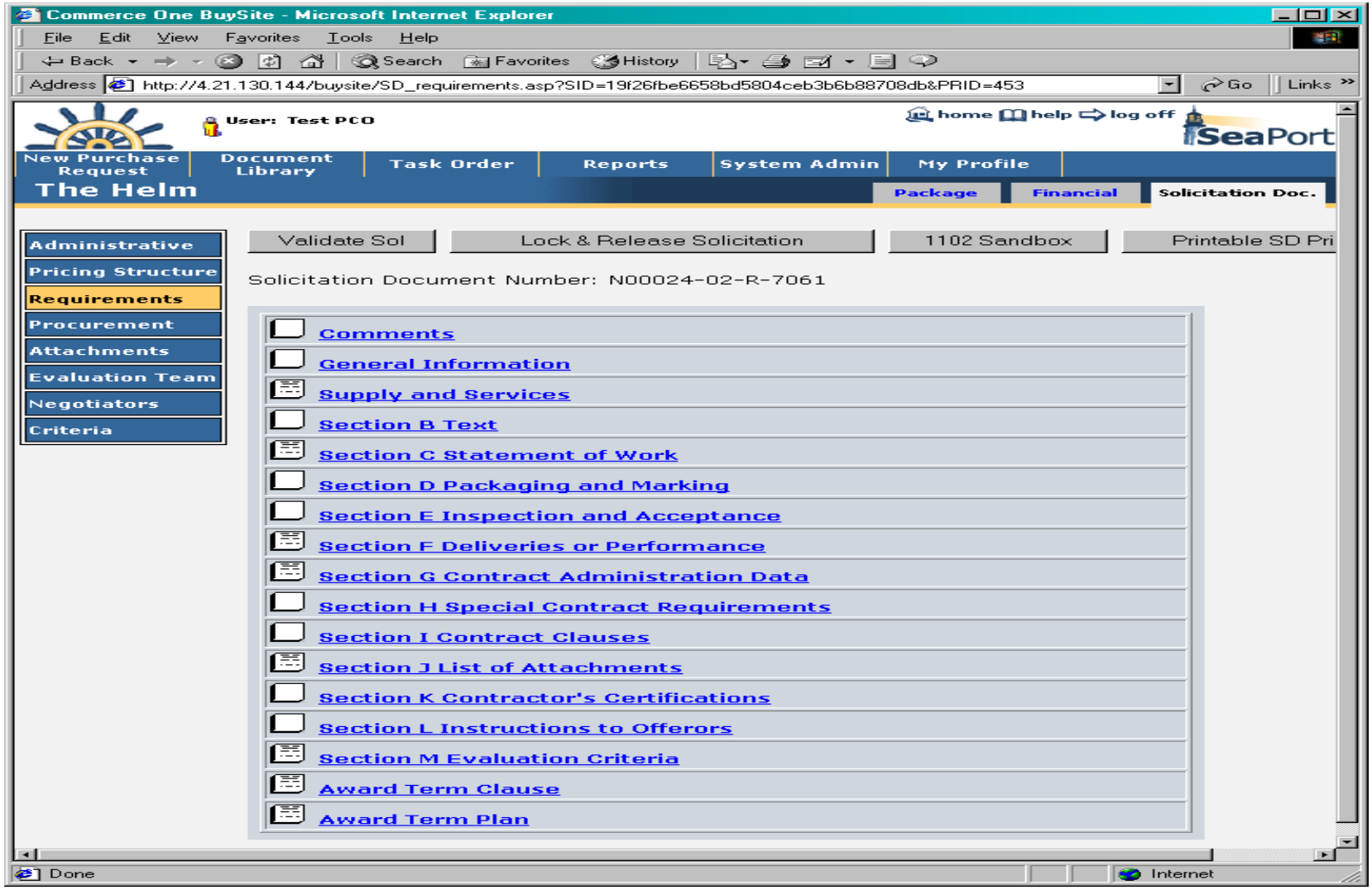

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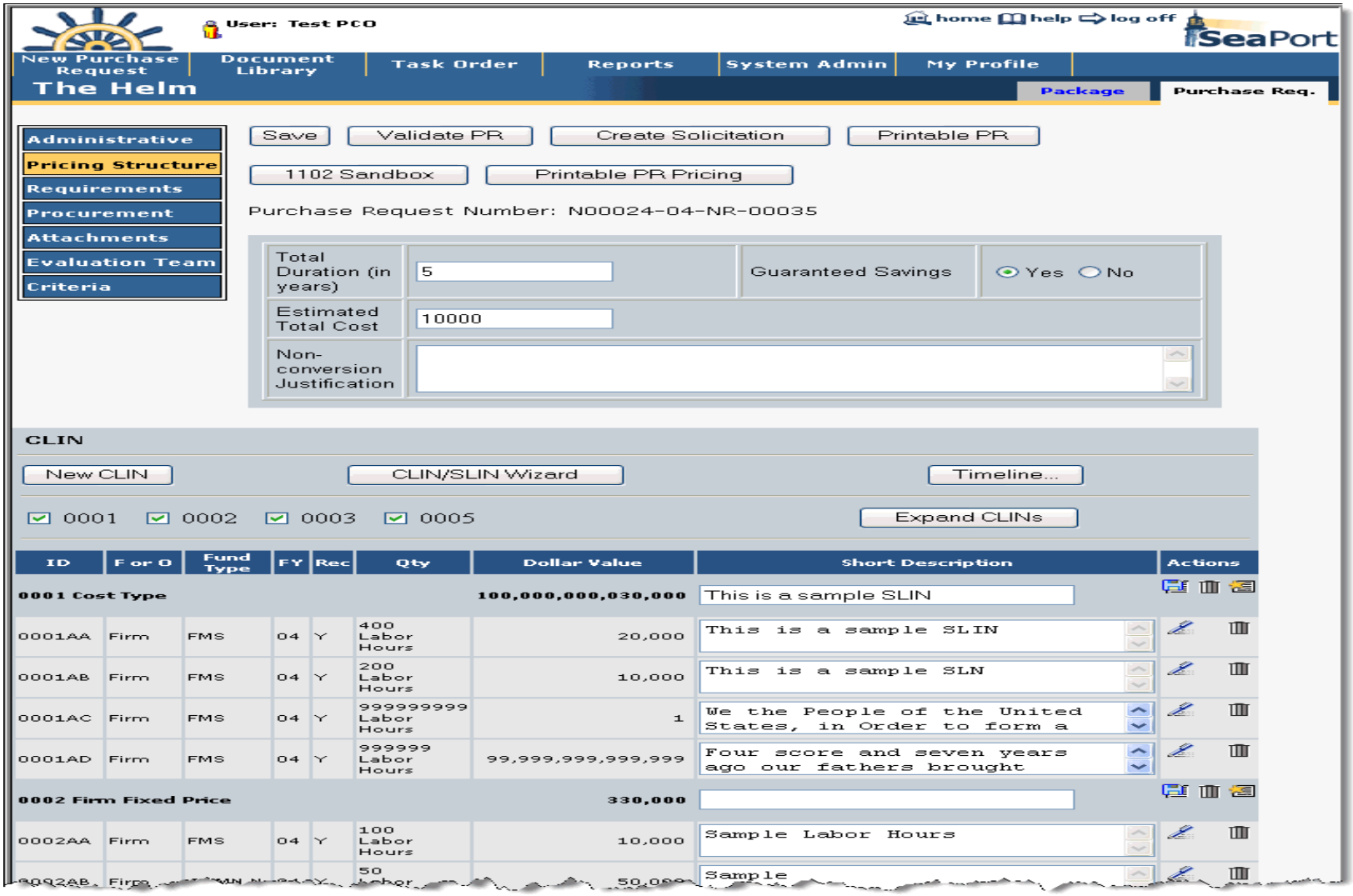
PORTAL PRICING STRUCTURE



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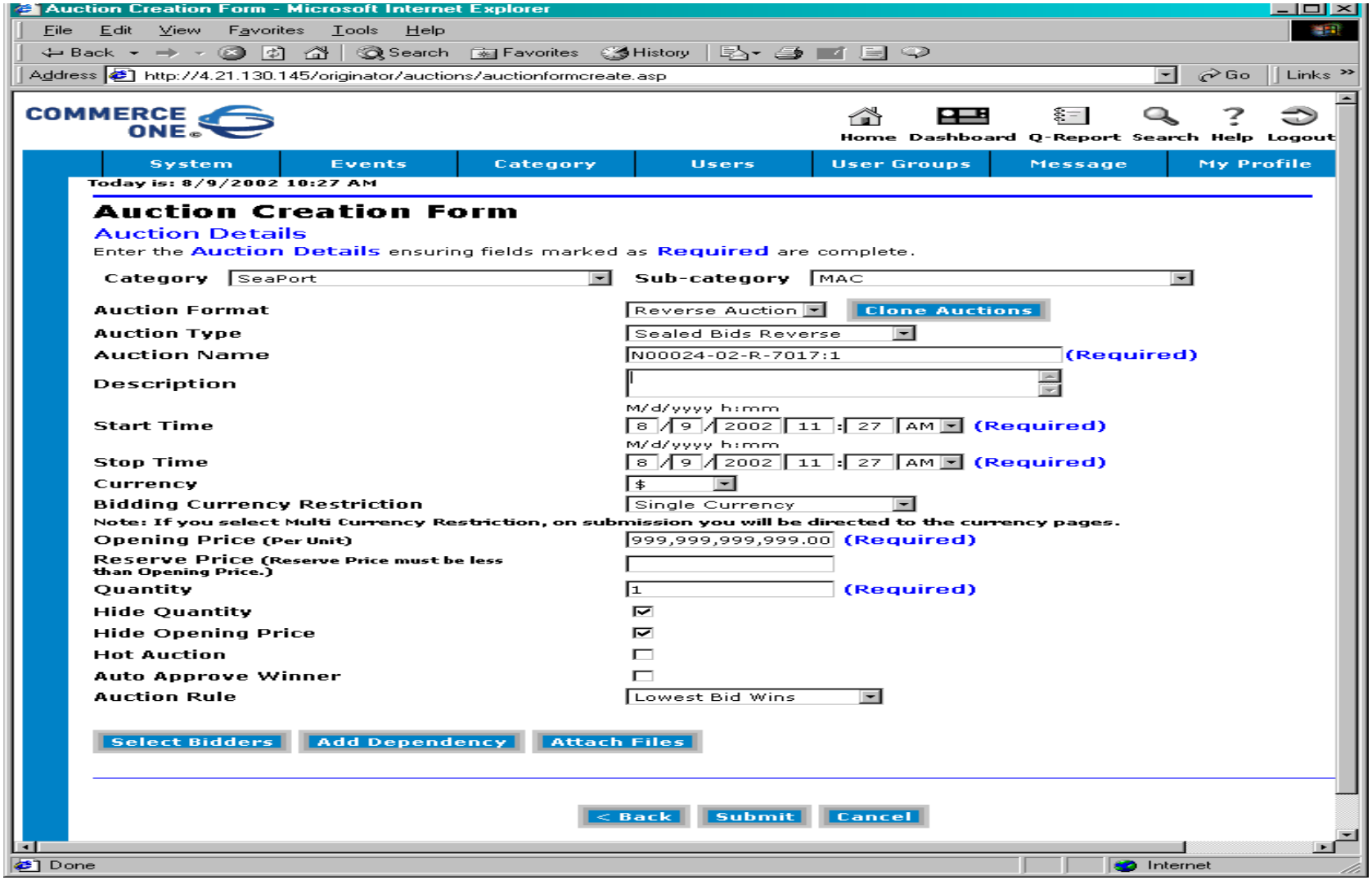
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System Events Category Users User Groups Message My Profile
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Auction Creation Form
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Sub-category MAC
Auction Format Reverse Auction
Clone Auctions
Auction Type Sealed Bids Reverse
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Start Time 8 / 9 / 2002 11 : 27 AM (Required)
M/d/yyyy h:mm
Stop Time 8 / 9 / 2002 11 : 27 AM (Required)
Currency $
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Note: If you select Multi Currency Restriction, on submission you will be directed to the currency pages.
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Reserve Price (Reserve Price must be less than Opening Price.)
Quantity 1 (Required)
Hide Quantity
Hide Opening Price
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Add Dependency
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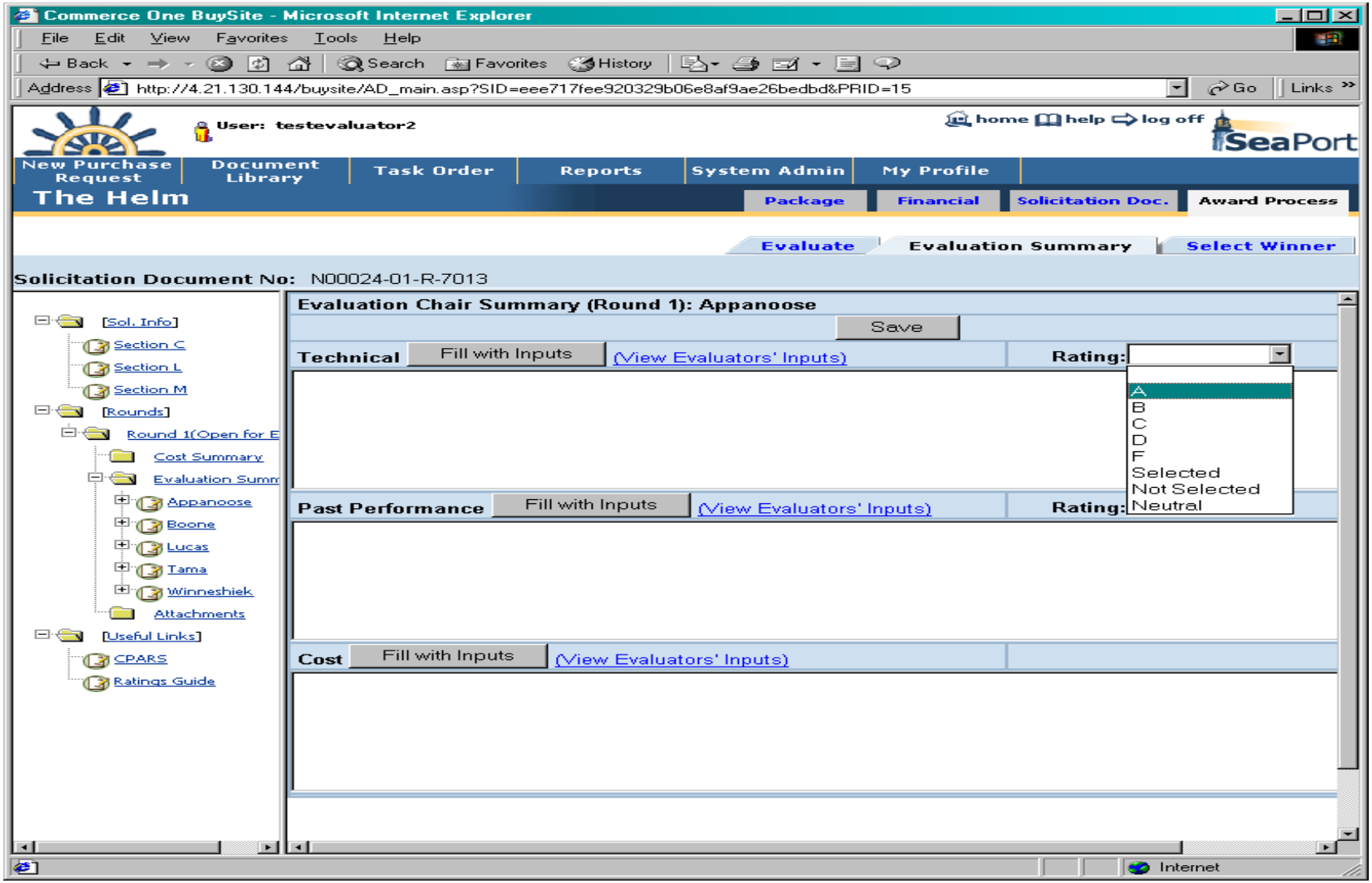
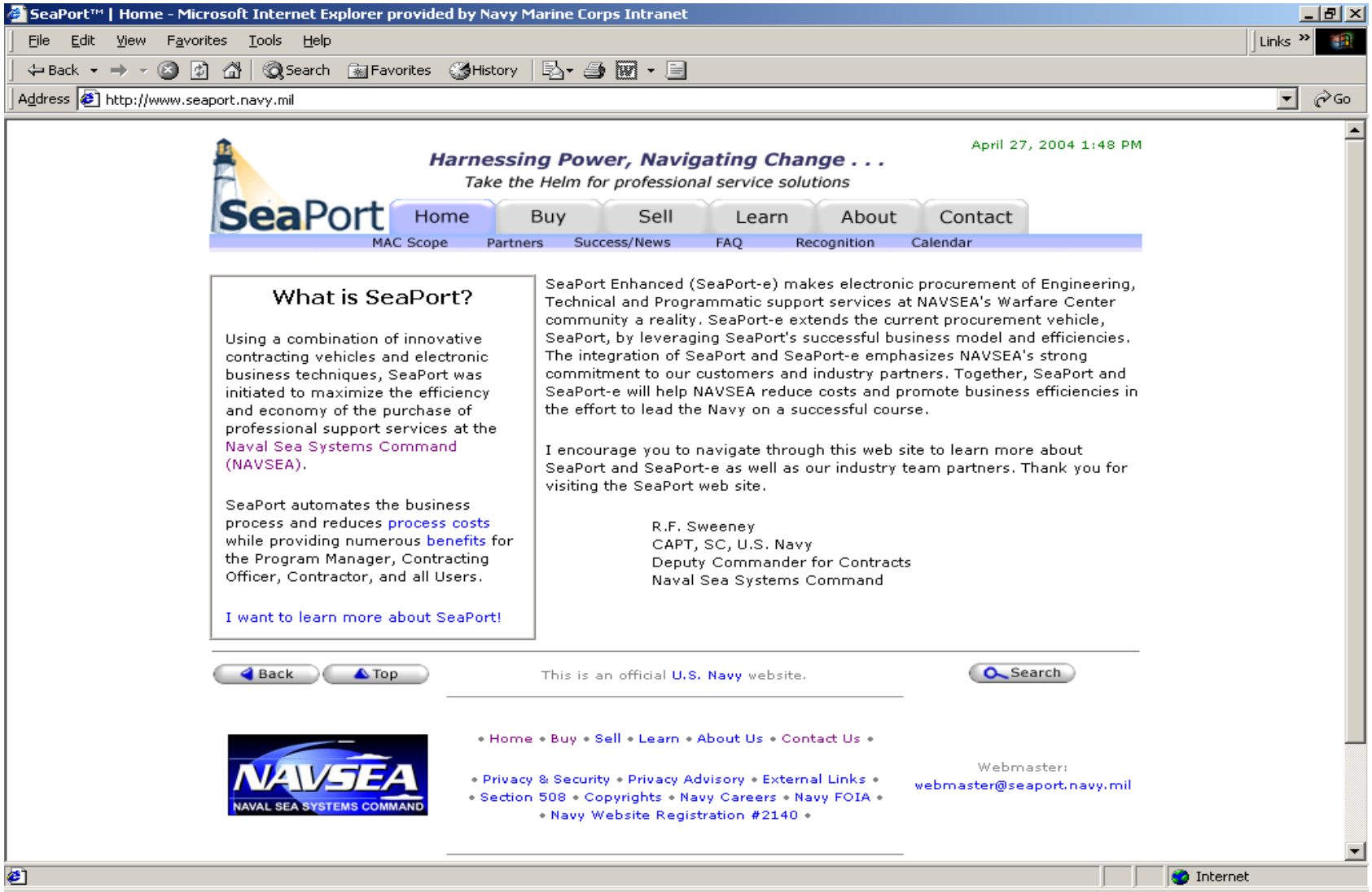


seaport.navy.mil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Harnessing Power, Navigating Change . . .
Take the Helm for professional service solutions
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What is SeaPort?
Using a combination of innovative contracting vehicles and electronic business techniques, SeaPort was initiated to maximize the efficiency and economy of the purchase of professional support services at the Naval Sea Systems Command (NAVSEA).
SeaPort automates the business process and reduces process costs while providing numerous benefits for the Program Manager, Contracting Officer, Contractor, and all Users.
I want to learn more about SeaPort!
SeaPort Enhanced (SeaPort-e) makes electronic procurement of Engineering, Technical and Programmatic support services at NAVSEA's Warfare Center community a reality. SeaPort-e extends the current procurement vehicle, SeaPort, by leveraging SeaPort's successful business model and efficiencies. The integration of SeaPort and SeaPort-e emphasizes NAVSEA's strong commitment to our customers and industry partners. Together, SeaPort and SeaPort-e will help NAVSEA reduce costs and promote business efficiencies in the effort to lead the Navy on a successful course.
I encourage you to navigate through this web site to learn more about SeaPort and SeaPort-e as well as our industry team partners. Thank you for visiting the SeaPort web site.
R.F. Sweeney
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Deputy Commander for Contracts
Naval Sea Systems Command
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  E-mail: BelchoffBS@kpt.nuwc.navy.mil